

FINANCIAL ADVISOR

FA

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RIA

SURVEY AND RANKING 2018

AUM AND THE VALUATION PARADOX
Asset-Based Pricing Doesn't Guarantee Higher Valuation

FINANCIAL ENGINES + EDELMAN = LOVE
It Could Be A Formidable Platform That Competes With The Big Players

LEANER AND MEANER WITH TECH
Technology Allows RIAs To Boost Profits And Shrink Staffs

FA's 2018 RIA RANKING

2017 TOTAL ASSETS RANK	FIRM NAME	LOCATION	YEAR END 2017 ASSETS (\$MM)*	% GROWTH IN ASSETS 2016-2017	ASSETS PER CLIENT (\$MM)**	% GROWTH IN ASSETS PER CLIENT	% CHANGE IN NO. OF CLIENTS
ASSET CATEGORY: \$500 million to < \$1 billion							
355	Woodmont Investment Counsel	Nashville, Tenn.	688.78	10.37%	\$2.50	0.33%	10.00%
356	Financial Synergies Asset Management	Houston, Texas	685.00	21.24%	\$1.49	-3.01%	25.00%
357	Triad Hybrid Solutions	Norcross, Ga.	684.01	26.24%	\$0.55	1.97%	23.80%
358	Retirement Investment Advisors	Oklahoma City, Okla.	682.86	21.87%	\$0.62	16.92%	4.23%
359	Soundmark Wealth Management	Kirkland, Wash.	680.00	13.24%	\$1.42	8.52%	4.35%
360	Deerfield Financial Advisors	Indianapolis, Ind.	672.95	10.36%	\$2.10	7.27%	2.88%
361	Aveo Capital Partners	Greenwood Village, Colo.	667.04	18.06%	\$0.70	-10.62%	32.08%
362	American Financial Advisors	Marietta, Ga.	665.00	16.67%	\$0.69	26.89%	-8.06%
363	Rathbone Warwick Investment Management	Boise, Idaho	664.90	22.43%	\$1.23	11.13%	10.16%
364	Capital Advantage	Lafayette, Calif.	664.30	16.46%	\$1.14	9.68%	6.18%
365	Trilogy Capital	Huntington Beach, Calif.	658.23	87.79%	\$0.12	-22.13%	141.16%
366	DiNuzzo Index Advisors	Beaver, Pa.	658.21	21.21%	\$0.84	16.58%	3.97%
367	Gerber Kawasaki	Santa Monica, Calif.	656.47	30.54%	\$0.13	19.25%	9.47%
368	Burton Enright Welch	Walnut Creek, Calif.	650.70	23.62%	\$1.60	18.46%	4.36%
369	Bridgescreek Investment Management	Tulsa, Okla.	650.00	8.33%	\$10.00	0.00%	8.33%
370	ACG Advisory Services	Midlothian, Va.	648.32	15.10%	\$2.47	15.54%	-0.38%
371	CRA Financial	Northfield, N.J.	641.62	22.05%	\$1.23	15.03%	6.10%
372	Stepp & Rothwell	Overland Park, Kan.	637.08	10.79%	\$2.60	11.25%	-0.41%
373	John E. Sestina and Company	Columbus, Ohio	635.43	18.15%	\$0.80	3.21%	14.47%
374	WealthStone	Columbus, Ohio	635.10	18.41%	\$2.12	18.41%	0.00%
375	Redwood Wealth Management	Alpharetta, Ga.	634.19	16.60%	\$1.03	12.25%	3.87%
376	Stevens Foster	Bloomington, Minn.	630.00	3.28%	\$1.38	-3.53%	7.06%
377	Mosaic Financial Partners	San Francisco, Calif.	622.85	11.73%	\$2.36	8.77%	2.72%
378	Per Stirling Capital Management	Austin, Texas	622.35	179.12%	\$0.84	39.75%	99.73%
379	Baltimore-Washington Financial Advisors	Columbia, Md.	620.00	19.23%	\$1.13	2.97%	15.79%
380	Cable Hill Partners	Portland, Ore.	617.00	13.63%	\$1.37	-5.31%	20.00%
381	Delta Financial Group	Basking Ridge, N.J.	614.27	31.53%	\$1.08	14.65%	14.72%
382	Triad Financial Advisors	Greensboro, N.C.	610.56	20.67%	\$0.93	15.19%	4.76%
383	Quadrant Capital Group	Cincinnati, Ohio	606.09	4.07%	\$20.20	-16.74%	25.00%
384	Horan Capital Management	Hunt Valley, Md.	604.78	24.68%	\$0.82	21.31%	2.78%
385	Azzad Asset Management	Falls Church, Va.	598.59	22.57%	\$0.63	16.12%	5.56%
386	Sather Financial Group	Victoria, Texas	589.03	22.36%	\$1.76	-1.75%	24.54%
387	Vintage Financial Services	Ann Arbor, Mich.	584.76	28.67%	\$1.21	15.93%	10.98%
388	Financial Advisory Corporation	Grand Rapids, Mich.	582.58	20.31%	\$3.27	14.23%	5.33%
389	Traphagen Investment Advisors	Oradell, N.J.	580.56	18.99%	\$0.52	15.81%	2.75%
390	Cahaba Wealth Management	Atlanta, Ga.	580.36	43.61%	\$1.25	27.83%	12.35%
391	Sunrise Advisors	Leawood, Kan.	574.00	14.34%	\$1.23	6.97%	6.90%
392	MBR Financial	Houston, Texas	570.77	9.84%	\$1.68	-1.47%	11.48%
393	St. Clair Advisors	Mayfield Heights, Ohio	570.60	8.48%	\$7.13	-2.37%	11.11%
394	Trustmont Advisory Group	Greensburg, Pa.	566.74	13.80%	\$0.13	13.80%	0.00%
395	PDS Planning	Columbus, Ohio	565.49	7.05%	\$1.13	1.29%	5.68%
396	Moisand Fitzgerald Tamayo	Orlando, Fla.	559.19	19.87%	\$1.06	7.66%	11.34%
397	Mitchell Capital Management	Leawood, Kan.	554.30	-2.22%	\$0.99	-7.98%	6.26%
398	Southern Financial Group	Birmingham, Ala.	553.75	16.71%	\$0.29	9.02%	7.05%

* Discretionary and nondiscretionary AUM reported on Form ADV. ** Average assets per client relationship. NM = not meaningful. # Includes affiliates. ## Firm had significant increase in sub-advisory money management business.



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